

## ANNUAL REVIEW.

Salina's Industries & Trade  
as they now Exist Sur-  
prise even the Old  
Settler.

## TRUTH ENOUGH TO TELL.

The Year Just Closing has been a  
Profitable One for the City  
and her Business Men.  
—Manufacturing  
and

## THE JOBBING TRADE.

Statistics Prove these Important Lines  
are Rapidly Improving in Salina.—Her Schools and Col-  
leges.—Does Farming  
Pay?—Facts and  
Figures that  
will Do to  
Tell.

## Introductory.

In issuing the JOURNAL'S annual for the old and new year, we aim to give the facts as they now exist, and the more the importance of institutions we now have in Salina are investigated, the brighter appears the future of our fair young city. The time for wild estimates and visionary pictures of the future is past. What is needed now is for every one interested in Salina to figure from what we now have, and what can live and prosper here. The field is here and rapidly filling up with industries that are growing, and with proper encouragement others will come. Salina cannot help becoming one of the best cities in Kansas, from an educational, jobbing, manufacturing or social standpoint.

Every one is aware that Kansas is 400 miles long and 200 miles wide, and that Salina has 215 miles of territory west of her that is now looking here for supplies. They also know that Kansas in the year just closing harvested from 4,000,000 of her acres, 74,538,206 bushels of the very highest grade of wheat raised in any country. And if you do not already know we will here tell you, that from 5,563,286 acres of corn we harvested 138,658,621 bushels of corn in this glorious year of 1892, all of which even at present prices, amounts to more dollars than the entire mining output of any three states in the union. Add to this the live stock figures, other grains, the hay crop, and the mining output of our own state, and you will not wonder that Kansas is attracting the attention of the world once more. Remember that the corn and wheat here reported were raised from less than 10,000,000 acres, and that Kansas has within her borders 52,288,000 acres of just as good soil. Can you imagine where the totals would run if the other 42,000,000 acres were cultivated and reported? Of the 74,538,206 bushels of wheat raised last year, central and western Kansas produced over 63,000,000 bushels of it, and the same territory raised nearly one half of the 138,658,621 bushels of corn reported for 1892. So it will be seen that Salina has the central and western territory to look to for support, the very heart of the productive portion of Kansas. The territory west of us is 215 miles long by 200 miles wide, just exactly the size of the State of Ohio. Think of it. As many acres of territory right at our door as the magnificent State of Ohio. Can you wonder that Salina lays claim to becoming a jobbing center and distributing point of considerable magnitude?

The past year has not yet been one of great increase for Salina, but it has demonstrated that industries already here can live and do a good business. It has been a profitable one for our merchants, probably one of the very best years in our history so far as the retail trade is concerned. The wholesale houses have done well. One house has sold nearly \$1,000,000 of groceries, and the men engaging in the wholesale lines are encouraged to greater efforts in the future, feeling they have something to work for. The Paper Mill, one of the finest in the country, is running day and night, and the management know they made no mistake in locating here. Other industries such as the Body Brace Co., the Electric Belt Co., and numerous other lines have chosen Salina for their headquarters within the past year. The three splendid colleges we have here never had such an attendance as during the past year, and taken as a whole, the year 1892 has been a favorable one for Salina, and it is with feelings of satisfaction that the business man closes the old year's account and opens the new.

As briefly as possible we will review the various industries and lines of trade under their separate headings, a careful perusal of which will be interesting and instructive.

## RAILROADS.

Railroads make cities; men make railroads. Railroads have given unto Salina what she already has and caused her to hope for, or rather to expect a great deal more. The statistics which are given in this article prove beyond a peradventure that Salina is not—shall be, a wholesaling city. Note the excess of freight forwarded in less than carload lots over that received. Note also the excess of the carloads received over those forwarded from Salina, and remember that Salina is a great milling point, a great grain and stock shipping point, and the place where more paper is shipped in car-load lots than any other

west of the Mississippi river. Freight shipments in less than car-load lots is the indicator by which Salina's business transactions are judged. We bring here the statistics of freight shipments as proof of all statements made by interested persons in the past. But first let us look at and review briefly the railway facilities already possessed by Salina and the prospects of more for the future.

Our first railroad, the Kansas Pacific, now a part of the Union Pacific system which is the greatest of all transcontinental lines in this part of America, embracing in its ramifications some 10,000 miles, is our main dependence. Its main line and branches from here enable us to reach west, south and northwest over a vast extent of territory, and its Solomon branch gives easy access to the north country. The main line of the Missouri Pacific adds much east and west to our territory lying south of its twin, the U. P. The Salina branch of the Santa Fe besides giving us direct connection with that vast system adds more to our tributary country north, west and south. The Rock Island branch gives us direct connection with that great system and adds territory in almost every point of the compass.

Some idea may be gained of the magnitude of the railroad business in Salina by the mileage of sidetracks used. At the present time there are more than ten miles of tracks exclusive of main tracks in the city or adjoining. In the past year there have been added a mile or two and in the past five years the trackage facilities have been more than doubled. These tracks are divided about as follows: Union Pacific, 60 per cent; Missouri Pacific, 20 per cent; Rock Island, 10 per cent; Santa Fe, 10 per cent. These figures, however, are estimates, and may not be absolutely correct. In this connection it is proper to say that all our railroads are confined to one section of the city, that they all adjoin each other, and that there is yet left ample room for expansion without infringing upon the freedom of other parts of the city from railroads. It is also proper to say that an endless number of building sites, fronting on sidetracks, or near enough so that private spur tracks may be built to connect them are to be found here. These are held by parties interested in the growth of the city, rather than by speculators.

It has long been known that the Burlington and Missouri River Railroad Co. has been looking toward Salina with interest and awaiting the time when it would be justified in extending its Concordia branch the fifty miles necessary to reach Salina. Three surveys for the line have already been made, in fact, and it is now stated on authority that preparations are being made to build the line into Salina at once. This will give us connection with another vast system of railroads hitherto unconnected by Salina, the Burlington, and will add vastly to our tributary territory and a competing line worthy of comparison to any line now here. This line is bound to come, and will not be long in coming. The readjustment of freight rates and the destruction of discrimination now existing in Kansas insures more wholesaling and manufacturing institutions for Salina, more competition for railroad business, and the advent into Salina of the B. & M. via Concordia and the Missouri, Kansas and Texas via White City, Morris county. This line is also only fifty miles off, and is known to be not adverse to entering Salina. The M. K. & T. will give us direct connection with the Gulf of Mexico by one company. The Rock Island is rapidly building to the Gulf, and then we shall have with the Santa Fe three competing lines of railroad to haul into Salina a vast amount of goods to be consumed and used by the people of central and western Kansas of which Salina is the clearing house. The joining here of the B. & M. and M. K. & T. means much to those lines of roads, regardless of Salina. The two companies are known to be on very friendly terms, and the exchange of through business between them will add a vast amount to their several revenues. A through line of sleeping and chair cars between Denver and Omaha, and Helena, and other points on the Burlington and Galveston, Corpus Christi and other Texas cities means a great amount of travel would find its way through Salina over these lines. The M. K. & T. will also give Salina a monopoly on territory between here and White City and North and South from there, now reached by all wholesaling points by an indirect route. Running straight east from here it would have a station in this county somewhere between Gypsum City and New Chamberlain, another at Bonanza, Dickinson county, crossing the Santa Fe at Navarre, and the Rock Island at Woodbine and thence to White City. Numerous stations on this line having only one road, would do all their trading in Salina. Now let us revert to the railroads already in Salina, and consider their doings.

THE UNION PACIFIC.  
Main line and branches have done an immense business in Salina during the past year, besides adding materially to the facilities for handling business. Last autumn a new freight warehouse was completed which doubled that capacity, at a cost of \$5000. The round house was doubled in size and is still too small, at a cost of \$2500. In the Spring the present building used as a passenger station will be remodeled and renewed at a cost of \$10,000 or \$20,000. The value in aggregate of all property owned in Salina by this company is about \$350,000. It pays annually in taxes to this county the sum of \$17,000. In 1892 its locomotives have consumed 30,000 tons of coal issued at Salina; and in that time it has paid to men living in Salina in wages and salaries, \$80,700. In 1892 the number of pounds of freight brought to Salina in less than carload lots was 6,000,000; number of pounds forwarded from Salina in less than carload lots, 10,000,000. Carloads received, 1810; carloads forwarded, 1100. Number of passengers buying tickets, 23,700; number pieces of baggage handled, 22,000. Ninety men live in Salina who are employed regularly by this company.

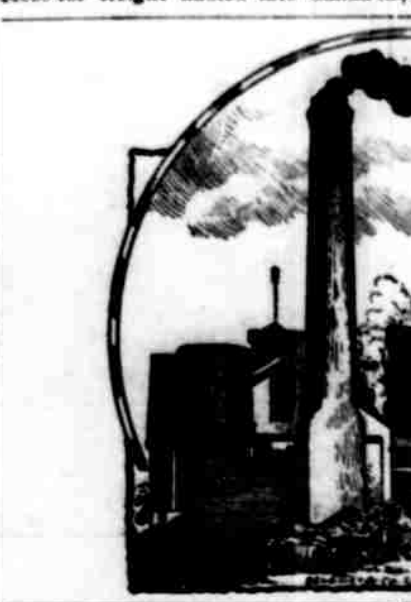
THE MISSOURI PACIFIC.  
Salina's second railroad, and second in importance to the growth of the city, reached here in the year 1881. Its line furnishes the exclusive outlet for the immense amount of cement plaster in which Salina is interested, besides getting a full share of the general business of the city. Its trackage comprises 20 per cent of the whole, reaching the mills,



elevators and paper mill. It pays in taxes \$10,400, and the value of its property in Salina is \$200,000, consisting of a beautiful and convenient stone passenger station, a large freight warehouse, side tracks and real estate. Its through travel between St. Louis and Pueblo is very heavy, and its trains are well equipped for the best accommodations to the public. Its percentage of Salina business is about with the Union Pacific, although not so heavy.

The Missouri Pacific, as every one knows has a mileage of over 3000 miles, a large part of which extends like a ribbon over the state of Kansas. There was a time when it had a proposed branch extending north from Salina to connect with its northern lines, but this has not been heard of lately. The company still owns ample grounds in the city limits and adjoining for truckage and shop purposes, and when the business of the city demands, the Missouri Pacific will be found doing its part toward giving us railroad connections. There is even now some talk of extending its Wichita and Geneseo passenger train service to Salina.

CHICAGO, ROCK ISLAND & PACIFIC.  
Simultaneously with the advent of the Santa Fe, came the Rock Island from its main line at Herington. It is one of the roads with which the public likes to deal. An inquiry at the office failed to bring forth any information of value for an article of this kind, but some idea can be gained of the amount of business transacted by the company at this point from the fact that the writer remembers, not a great while ago, when it received \$1000 for freight hauled into Salina in



one day. The value of its Salina property is \$50,000 and its taxes amount to \$2,300 per year. Its property consists of a large passenger and freight depot, yards, round house, turn table and stock yards. One of the hopes of the people of Salina, and indeed those living on that long line known as the Lincoln Branch of the Union Pacific, is that the rumors of the Rock Island assuming control of the branch from here to Oskalo, some 300 miles, may come to pass. Should it do so it would give Salina one more through line east and west, as this would be the most direct line of the Rock Island between Kansas City and Denver, and indeed the shortest of all lines between those two cities. It is known that the Lincoln branch is operated at very small if any profit to the U. P., and merely as an aggravation to the people living on that line. The country through which it

passes is rich in resources and in a good state of development; and it is thought if some company would take hold of it and use it as a through line, it could be made to pay well. However, this is only one of the hopes of the future and should the fates decree it Salina will rejoice to see the Rock Island assume control of this property.

THE ATCHISON, TOPPER & SANTA FE.  
The Santa Fe built into Salina in about 1885. Although reaching Salina in a roundabout way, this company hauls an immense amount of flour to Texas. It is to be regretted that the policy of this company is such that no definite information can be obtained from them of the amount of business done by them in Salina this last year. The agent informs the JOURNAL, however, that the company feels very good over what they have done, and regards Salina as one of the growing cities reached by it. The Santa Fe owns property in Salina valued at \$50,000, and pays in clerk hire annually for this office \$1864. Its taxes amount to \$2,150 per annum.

## MANUFACTURING.

THE PAPER MILL.  
One of the very best institutions recently established in Salina, is the paper mill. The style of the firm is The Salina Paper Manufacturing Company, of which Peter Hinkle, of Chicago, is president; John Hart, of Chicago, treasurer, and M. H. Peterson, Secretary and Superintendent. They have been in Salina about eighteen months, and are now under full head way, running night and day



while four Sterling boilers of 500 horse power furnish the steam. They also have a small 10 horse power engine to run a 200 light dynamo which lights the buildings. The machinery consists of four 1000 pound rollers, a refiner, the large Paper Machine, and five pumps that convey the pulp from one vat to another and pumps the water. The Paper Machine takes up 65 feet of room in the main building, and alone cost the neat little fortune of \$14,500. They employ at present forty men and five women in the running of the plant, and have paid out in wages during the year 1892, \$25,000. They wholesale their entire output to points west and south of Salina, and although they have been running to the full capacity, fifteen tons per day, they find it difficult to supply the demand for their product. Such institutions as the paper mill make big towns, and when they located here it was a long step towards Salina becoming a manufacturing point. A few more such industries, and Salina will grow, solid and strong, to be as she deserves to be, the pride of Central and Western Kansas.

THE SALINA MILL & ELEVATOR CO.  
The milling industry of Central Kansas can grow to almost any proportion that capital will push it. Just think of 74,000,000 bushels of wheat being raised in this state this year, and over 90,000,000 bushels of it were raised in Western and Central Kansas. With railroad facilities for shipping south to the Gulf, or in any other direction desired, and with the net work of branches centering in Salina to bring in the crops as

our farmers raised in 1891, and their pay roll runs to nearly \$1,500 per month or \$18,000 per year. They have received and ground more than 1,000 cars of wheat in the past year, to say nothing of the wheat bought at their elevators for shipment, or the loads brought to their mill. During the past year they have shipped out to other markets 1,200 cars of flour, some of which has found purchasers in the land across the sea. They are running night and day and are turning out 750 barrels of flour every twenty-four hours, and forty men get a check from the office once a week for their pay.

They have elevators in the city, and out on the main line of the U. P. and also on the McPherson and Lincoln branches, which must make a return of 3,000 bushels of wheat per day, in order to keep the mill at work.

The Bureau Transportation Company recently built at Litchfield, Ill., 150 freight cars, with a capacity of 50,000 pounds each, for the special use of the Salina Mill and Elevator Company. The cars are substantially built, handsomely painted and the sides are lettered appropriately with the card of the company, and a life size painting of a peacock adorns the sides of each car, which represents the well-known Peacock brand manufactured by this company. "Salina Kansas," is prominent on either side of each car, and as a medium of advertising our town 150 freight cars running in every direction all over the country, cannot be over-estimated. The convenience to the milling company in having their own cars will be great as it assures the safe delivery of their product at its destination in the shortest possible time, without being disturbed while en route.

This is a steam plant and immense new boilers have recently been added, which with other repairs they have made this year, puts these large mills in excellent condition to take care of their immense trade.

For twenty-two years this company has been a Salina institution, and their first product was delivered by mule teams to their trade in this vicinity. Year by year they have added to their plant until now they have two large mills, one one-half mile south of the city and the other near Iron Avenue bridge, in the heart of the city. Both mills are on the banks of the Smoky Hill river, and are run by water power, although in the lower mill they have an immense engine that is brought into use whenever

it is needed. The company is capitalized for \$120,000, C. R. Underwood, as president, and H. H. Sudendorf treasurer. This company is one of the solid institutions of Salina, and year by year has grown with the demands of their trade. A few years ago they rebuilt and refitted their lower mill, and today their property is in splendid shape to compete with the best mills in the country. This year they spent about \$3,000 in improvements. The capacity of the two mills is about 500 barrels per day, and they buy grain at different points along the roads connecting



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THE SALINA FOUNDRY.  
Among the most convenient industries that is growing up here, is the Salina Foundry. Neff & Wann proprietors. They are practical men in their business, and have a convenient brick building on Fifth street in which to do their work. They have been in Salina about eight years, and employ six to eight men, and paid out in wages last year about \$5,000. They have about \$5,000 invested in business, and do all kinds of brass and iron work, and almost anything in that line. Their repair business has grown rapidly, engine work being their specialty. They expect to add an iron planing machine this next year and make such other improvements as the trade will demand. There is room in this field for greater growth, and it will not be a surprise for the Salina Foundry in a few more years to be one of the largest institutions in the city. The large number of manufacturing institutions here demand such a plant as Neff & Wann are

establishing, and their growth will be rapid.

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WESTERN STAR MILLS.

ing in Salina. Most of their trade is in the Southern territory, a large portion of which is in Texas and Arkansas. They employ eighteen to twenty men in conducting their business, and their pay roll for 1892 will reach nearly \$12,000. Their brands of flour, among which are the celebrated White Elephant, Pride of Salina, Magnolia, and Snow Flake are household names in Kansas, and are known far and near as among the very best on the market. As a Salina institution this is one of the best, and can always be relied upon to sustain the credit and manufacturing pride of the city they have for so many years done business in.

ED. LOTT,  
Mill and elevator, located on North Fourth street, with offices on the corner of Iron avenue. Mr. Lott has \$22,000 invested, and has lived here since 1867. The Novelty has a capacity of 50 barrels of flour per day and is busy all the time. Besides this he conducts a general elevator business, wholesale and retail coal, feed, ice and hides. For the past year his wholesale business has amounted to \$15,000. From a small beginning Mr. Lott has built up a large concern here and in the last year added \$1500 to the equipment of his mill and elevator. His



PEARSON'S CARRIAGE WORKS.

pay roll for labor is about \$600 per month or \$7200 per year.

Has been in Salina seven years, buys grain and conducts a feed mill business, located on North Eighth street. He employs two men all the time and most of the time four more. He has about \$5000 already invested in his business and contemplates the addition of \$1500 worth of improvements, which will consist of a roller for corn meal and a roller for a straight grade of wheat flour. His sales are practically all in car lots, doing but very little retailing.

As much as any other one institution to bring the City of Salina into prominence and richly deserve the splendid trade it now enjoys.

THE KANSAS AND COLORADO IMPLEMENT CO.  
This company has invested \$100,000 which is fully paid up. It makes the celebrated "Wilson Header," which was placed on the market in 1892. So favorable has been its reception that in 1893 the company expects to build 1000 early in the season, and trusts to have encouragement enough to build 1000 more. In 1892 the company built and sold 600 machines, or about 60 full outfits, aggregating nearly \$100,000 worth. These were sold direct to dealers, and at some points agents were appointed who sold them on commission.

For the present the machines are made by the J. B. Ehsman Machine Co., at Enterprise, Kans. The Ehsman Machine Co. is the largest and most complete institution of its kind between St. Louis and San Francisco. In making the Wilson Header about 100 skilled mechanics and laborers were employed. The factory, located as it is in the interior of the state, affords better facilities for obtaining repairs than that of any other machine. The owner of the machine gives his repairs direct from the factory instead of waiting until his harvest is spoiled in getting them from eastern agents, who often times in turn are compelled to order from the factories. Besides this the matter of freight charges in buying the machines enables the farmer to get them at a saving of \$10 to \$15 over other dealers.

The principal points in which this header excels its contemporaries is the lightness of its draft, its superior construction both in material and workmanship over any other header ever made, and the double gear enabling it to cut under conditions impossible to all other headers. This gear is keyed to the solid steel main shaft, making it impossible to get out of line, and avoids the cutting out of level pinions so common with all other headers.

Mr. James L. Wilson, of this city, is president and general manager of the company that manufactures these excellent machines, and any inquiry addressed to him concerning them will be thankfully received and cheerfully answered. He will be especially pleased to send circulars containing testimonials of those who have used his machines, and these are all proofs of the Wilson's superiority over all others.

establishing, and their growth will be rapid.



PEARSON'S CARRIAGE WORKS.

Coming here a few years ago, the proprietor of this splendid factory has from almost nothing but his practical knowledge of the business he was engaged in, built up an institution here that is a credit to Salina as well as a monument to the push and energy of its proprietor, Mr. S. Pearson. As shown by the accompanying cut, he now has a fine three-story building in which to handle his constantly growing business. Ninety per cent of his business is in supplying dealers with vehicles of all descriptions from his factory. He does not stop in Kansas, but ships his work to almost every state and territory west of the Mississippi river. He now has \$50,000 invested here in business, and employs on an average about twenty workmen, to whom he paid in wages last year about \$10,000. He contemplates erecting another building in 1893, 50x80, three-story brick, in which to carry on his manufacturing business. All this has been done in less than eight years, and demonstrates that men endowed with knowledge of their business and plenty of energy, can succeed even without a fortune behind them. His work is first class, and prices as low as constant with safe business principles. The Pearson Carriage Works have done



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THE NATURAL BODY BRACE CO.  
This is a new institution established this year. The character of the business is manufacturing and selling the Natural Body Brace, an appliance very highly recommended for its usefulness. These are sold in every state from Massachusetts to California by agents. This company's goods, agents and circulars are advertising Salina every day; see their advertisement elsewhere.

FULLER'S ELECTRIC BELT.  
One year and seven months ago W. C. Fuller located in Salina to carry on the manufacture and sale of Galbraith Electric Belts, of which he is the proprietor. In the past year besides making improvements in the belt he has increased his capacity for making them, and the demand in the next year promises to be such that he will make and sell his agents 30 per day.